

COUNTRY MANAGER

Remote in Belgium

✉ monia@elemed.eu

THE COMPANY

Join a privately held medical device company, where the focus is on the patients, not the shareholders! The great thing about smaller companies is the variety of the role and the ease of communication!

Based in Belgium this company is the leader in a specialist type of implantable medical devices, and your role will be to develop the Belgian market. Reporting directly to the President, you can expect a flat structure without too much hierarchy, lots of opportunities for hands-on learning, and fast decision-making.

If you are passionate about selling prostheses for the hip and knee and have the desire to use your network/knowledge to develop their presence in Belgium, this position is for you. This is a unique opportunity to lead and develop an exciting team and be heavily responsible for achieving realistic growth targets in Belgium!



THE OPPORTUNITY

This opportunity will allow you to work with unique products. This company has designed and manufactured custom-made implants that adapt perfectly to each patient's individual anatomy. You will also get the chance to be in contact with surgeons and be part of a fantastic experience!

As a country manager, Belgium, you will be responsible for managing and driving all aspects of the company's regional operations and executing the agreed go-to-market strategy. This role requires a commitment to foster and grow customer relationships, lead business development and strategic goal setting for the company, and represent the company's values in dealings with all stakeholders. This is a 'hands-on' role with a small and committed team who are poised for significant growth in the short term.



YOUR RESPONSIBILITIES:

- Generate regional business reports, to inform the Company and ensure the business systems are utilized effectively and organizational objectives are met
- Develop regional business plans to meet financial and operational objectives of the business
- Building and maintaining an efficient operational sales and account management team across Belgium
- Be an entrepreneurial sales leader with a focus on business development initiatives
- Drive strategic initiatives for the growth and enhancement of their operations in the region
- Track sales performance factors, identify problematic areas and implement corrective action
- Monitor market trends and identify opportunities that fit within the company's structure, including a focus on territory identification and expansion
- Select, hire, and develop new teams to drive headcount growth within the market



YOUR QUALIFICATIONS:

- You have a strong experience as a territory manager/sales role selling orthopaedic implants for the knee and hip
- You have experience working and selling within surgeries
- You have a deep knowledge of prostheses within the Belgium market
- You speak French and Dutch fluently

INTERESTED TO EXPLORE THIS FURTHER?

If you are interested in this exciting role, please send your application directly to **monia@elemed.eu**

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